PRESS RELEASE

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FOR IMMEDIATE RELEASE

Wilmington MSA Housing Inventory Reaches a New High

WILMINGTON, N.C. (October 16, 2026)

THE SUMMARY:

The Cape Fear housing market is primed for growth as inventory reaches a new high, signaling a shift toward greater balance across the region. September 2026 recorded 4,609 active listings, nearly double the inventory available in September 2022, giving buyers more options than they've had in years. Yet despite this growing supply, home prices remain steady, sales activity continues, and homes are spending less time on the market than earlier this year. Together, these trends point to a housing market adjusting to changing conditions, where buyers have more room to explore their options and sellers are navigating a more competitive landscape.

THE NUMBERS:

Compared with August 2026, inventory was up slightly by 0.5 percent, ending the month with 4,609 **active listings**. Year over year, active listings in September 2026 increased 1.7 percent to 4,609 homes in September 2025.

The month ended with 1,434 **new listings** in the Wilmington MSA, a 0.1 percent decrease from the previous month. Year over year, new listings increased by 5.4 percent.

Pending sales fell 8 percent from the previous month to 1,046. This was a 4.9 percent increase from September 2025.

Closed sales fell 4 percent compared to the previous month, ending September 2026 with 1,029 transactions. Compared to September 2025, closed sales decreased 0.1 percent.

The median sales price rose 0.7 percent **month over month** to $423,000, up 4.6 percent year over year.

The September 2026 housing market averaged 72 **cumulative days on the market**, up 1.4 percent year over year. A month-over-month comparison reveals an 8.9 percent decrease in cumulative days on market.

The **month's supply of inventory** increased by 4.7 percent compared to August 2026. Ending the month with 4.5 months of inventory, the Wilmington MSA increased 8 percent compared to September 2025.

THE ANALYSIS:

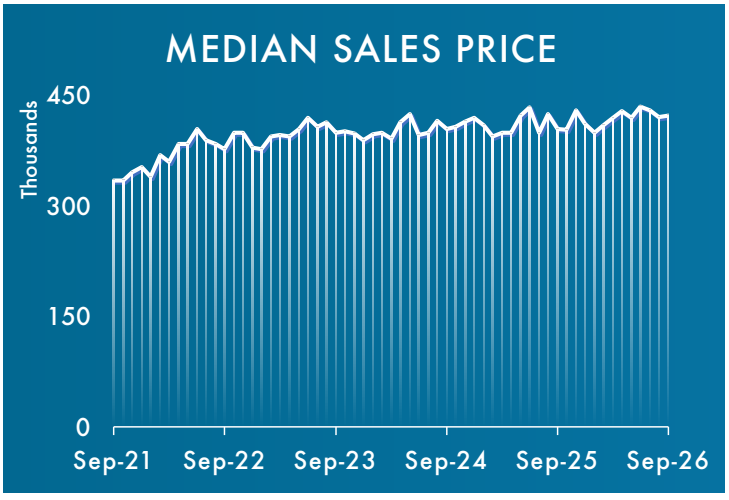
"What we're seeing in the Cape Fear housing market is a shift in how buyers and sellers approach transactions. Buyers have more options and greater flexibility to make informed decisions, but that doesn't necessarily mean home prices are declining," states 2026 CFR President Manda Price. "September's median sales price increased 4.6% compared to last year, demonstrating that demand remains present even as inventory expands. For sellers, competitive pricing, property condition, and strategic marketing are becoming increasingly important to attract serious buyers. With homes spending an average of 72 cumulative days on the market, REALTORS® play a critical role in helping clients understand current conditions, set realistic expectations, and make decisions based on their individual goals. This is a market that rewards preparation, informed guidance, and the ability to adapt."

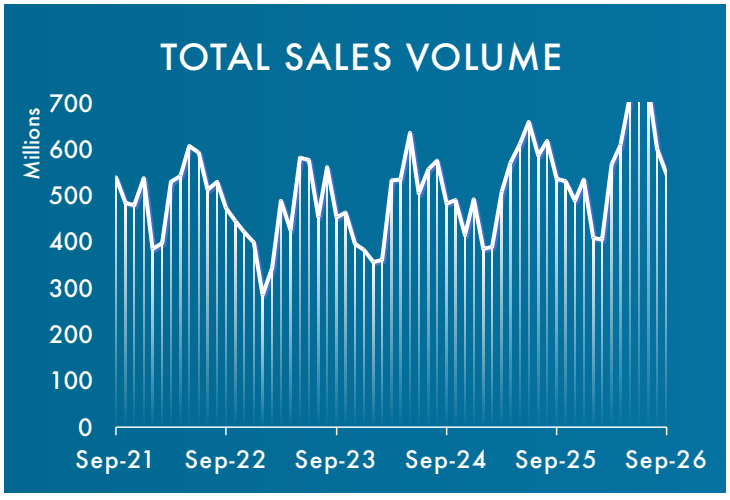
WILMINGTON MSA

LOCAL MARKET UPDATE — SEPTEMBER 2026

A reliable source for real estate Market data provided by Cape Fear REALTORS®, compiled from Hive MLS.

RESIDENTIAL	SEPTEMBER			LAST 3 MONTHS		
Key Metrics	**2026**	**% Change**	**2025**	**Aug 26**	**Jul 26**	**Jun 26**
Active Listings	4,609	1.65%	4,534	4,640	4,636	4,672
New Listings	1,434	5.44%	1,360	1,440	1,536	1,500
Pending Sales	1,046	4.91%	997	1,096	1,165	1,242
Closed Sales	1,029	-0.10%	1,030	1,085	1,301	1,342
Median Sales Price	$423,000	4.57%	$404,500	$420,800	$430,000	$435,000
Average Cumulative DOM	72	1.41%	71	79	72	71
Month's Supply of Inventory	4.48	7.95%	4.15	4.28	3.56	3.48





The Wilmington MSA is the Metropolitan Statistical Area that includes New Hanover, Pender, and Brunswick.

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